DISA's 2011 Forecast to Industry

17 August 2011

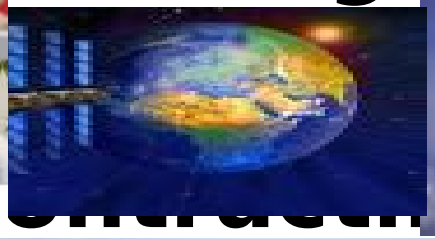
DISA PLD/DITCO

“Our Professional Workforce Procures

Global Net-Centric Capabilities

And Supports National Defense Customers

Through



Complete Procurement Solutions

- Full range of Procurement support:
  - Strategy and Contract Planning
  - Evaluation
  - Negotiation/Award
  - Administration
- General Counsel
- Price/Tariff Analysis
- Source Selection Authority

What We Buy

Satellite Bandwidth

Combat Support Computing

GIG-BE

Telecommunications

Joint C2/Coalition Information Sharing

ES

Enterprise Services

IT Services

SATELLITE PHONES

PAGERS

MAINFRAMES

SOFTWARE LICENSES

DESKTOPS

DITCO Today

DITCO Responsibilities

- **DITCO Europe (PL5) is primarily responsible for:**
  - EUCOM, CENTCOM, and AFRICOM Areas of Responsibility (AORs)
  - The procurement of telecom and IT products and services
- **DITCO National Capital Region (NCR) (PL6) is primarily responsible for:**
  - National Capital Region AOR
  - Serving DISA Headquarters' organizations
- **DITCO Pacific (PL7) is responsible for:**
  - PACOM AOR
  - The procurement of telecom and IT products and services
- **DITCO Scott-Telecommunications (PL82) is responsible for:**
  - Global support
  - The procurement of telecom and SATCOM products and services
- **DITCO Scott-IT (PL83) is responsible for:**
  - Global support across DoD
  - The procurement of IT products and services, and DISA facility support

Our Customers

Forecast to Industry

- **Briefings by DISA senior staff**
  - Tactical acquisition issues
  - Requirements
  - Planned procurements
  - 2012/2013 fiscal years

- **Meant to provide meaningful information to help industry determine which business opportunities to pursue**

Forecast to Industry

- **PEO Mission Assurance and Network Operations**
  - DISA's strategy for cyber security
- **Computing Services**
  - GIG Content Delivery Capacity Services
- **Network Services**
  - GIG Services Management suite of actions
- **PEO Satellite Communications, Teleport and Services**
  - Joint IP Modem
- **PEO Command & Control Capabilities**
  - Critical joint warfighting command and control efforts
- **Chief Information Officer**
  - DISANet Support Services
- **PEO GIG Enterprise Services**
  - Program control requirements
- **Chief Technology Officer**
  - Two cutting-edge adaptive planning efforts
- **Office of Small Business Programs**
  - Reminding us of the need to engage and support the small business entrepreneur

We Need Industry Engagement!

- **OFPP "Myth-Busting" Memo – 02 Feb 2011, from OFPP Director, Dan Gordon**
  - Communicate and engage with Industry in order to:
    - Better define requirements
    - Seek opportunities for small business
    - Negotiate better terms
    - Select the right contract type and incentives
    - Increase competition

- **"Early, frequent, and constructive engagement with industry is especially important for complex, high-risk procurements, including (but not limited to) those for large information technology (IT) projects"**

Improving DISA/Industry Engagement

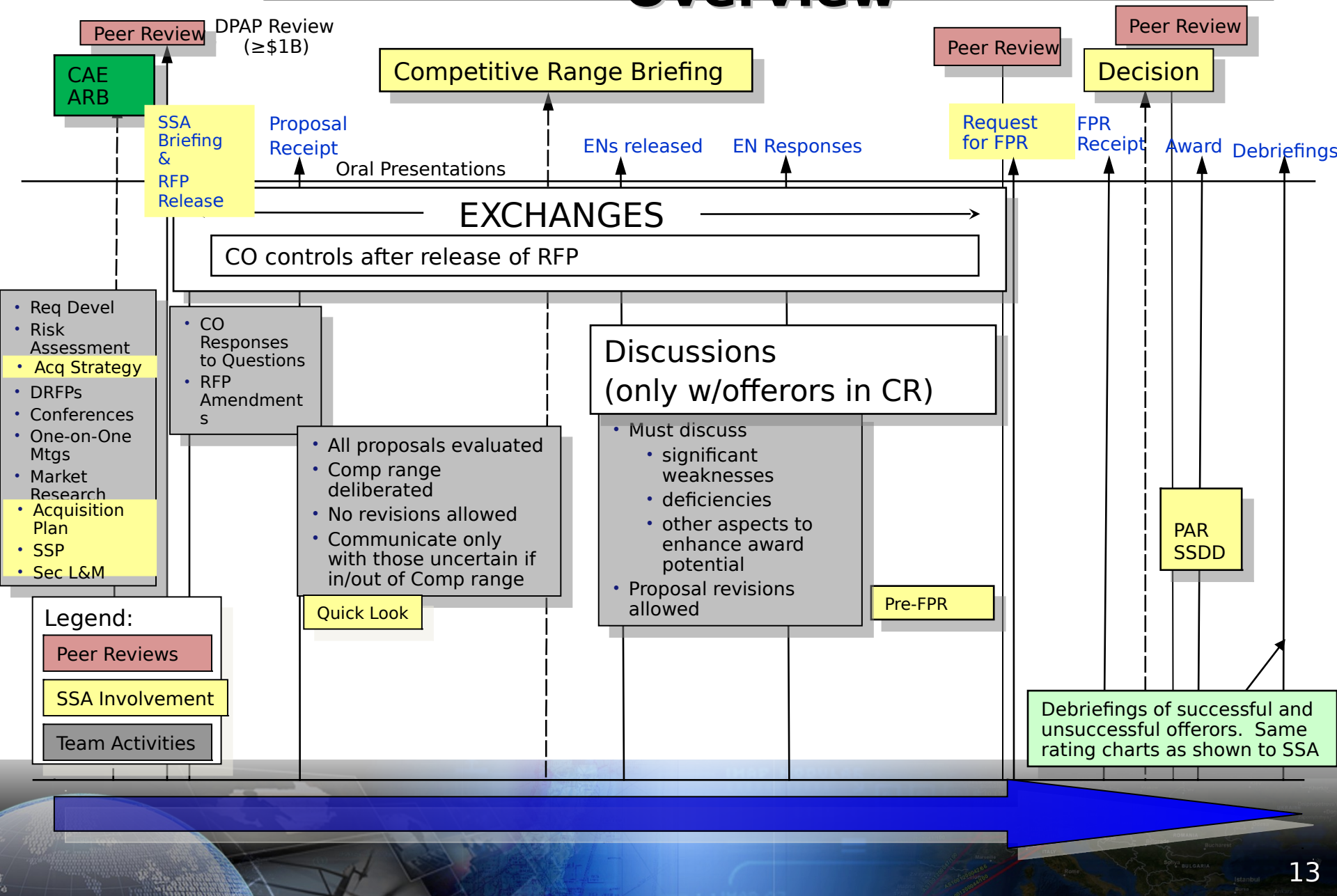
DISA is committed to improving the quality of communication by communicating early and often with industry:

- In General
  - OSBP Forums
  - CEP
- Pre-Award
  - RFIs
  - DRFPs
- During Evaluation
  - Meaningful Discussions
- Post-Award
  - Debriefings
  - Kick-off Meetings

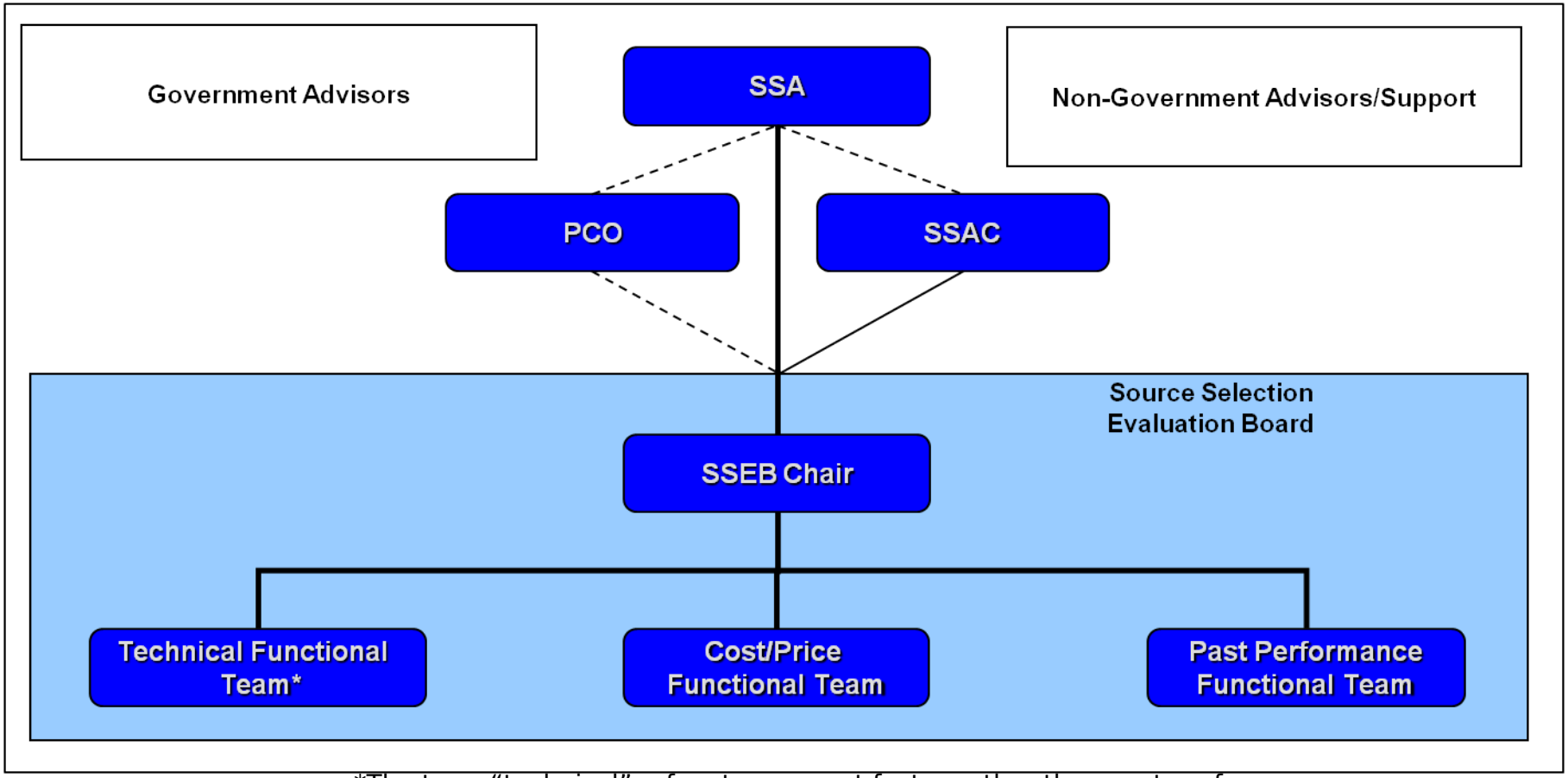
New DoD Source Selection Procedures

- **DOD issued standardized source selection procedures in March 2011**
- **PLD/DITCO supplemented the DOD procedures in April 2011**

Source Selection Process Overview



Source Selection Organization



*The term “technical” refers to non-cost factors other than past performance, e.g. technical, management, etc.

Contract Type and Performance

- Severely resource constrained economic environment
- Correct contract type essential
- Structure contracts to ensure:
  - contractors accountable for required performance
  - meaningful, achievable and measurable performance standards
  - payments are matched with delivery of capabilities
  - use of positive and negative incentives
- Annual performance reviews will be conducted and the information entered into the *Contractor Performance Assessment Reporting System* (CPARS)

The President – Effective Competition

"It is the policy of the Federal Government that executive agencies shall not engage in noncompetitive contracts except in those circumstances where their use can be fully justified and where appropriate safeguards have been put in place to protect the taxpayer."

President of the United States, Barack Obama
March 4, 2009
Memorandum for the Heads of Executive Departments and Agencies
Subject: Government Contracting

Competition and SB Opportunities

Competition and the maximization of Small Business opportunities are DISA's focus!

DISA's Competition Goal for FY11 is 85%

DISA's FY11 Small Business Goals:

- ✓SB – 27%
- ✓SDB – 10%
- ✓WOSB – 6%
- ✓SDVOSB – 3%
- ✓HUBZONE – 1%

DISA's FY11 Small Business Awards:

- ✓SB – 23%
- ✓SDB – 11%
- ✓WOSB – 6%
- ✓SDVOSB – 2%
- ✓HUBZONE – 0.8%

DISA's Total Dollars Awarded to SB in FY11 is $763M

ENCORE II

Total Task Orders (TOs) Awarded	330
Total TOs receiving multiple offers	285
Total Obligated Value of TOs	$2.2B
Total Lifecycle Value of TOs	$4.3B

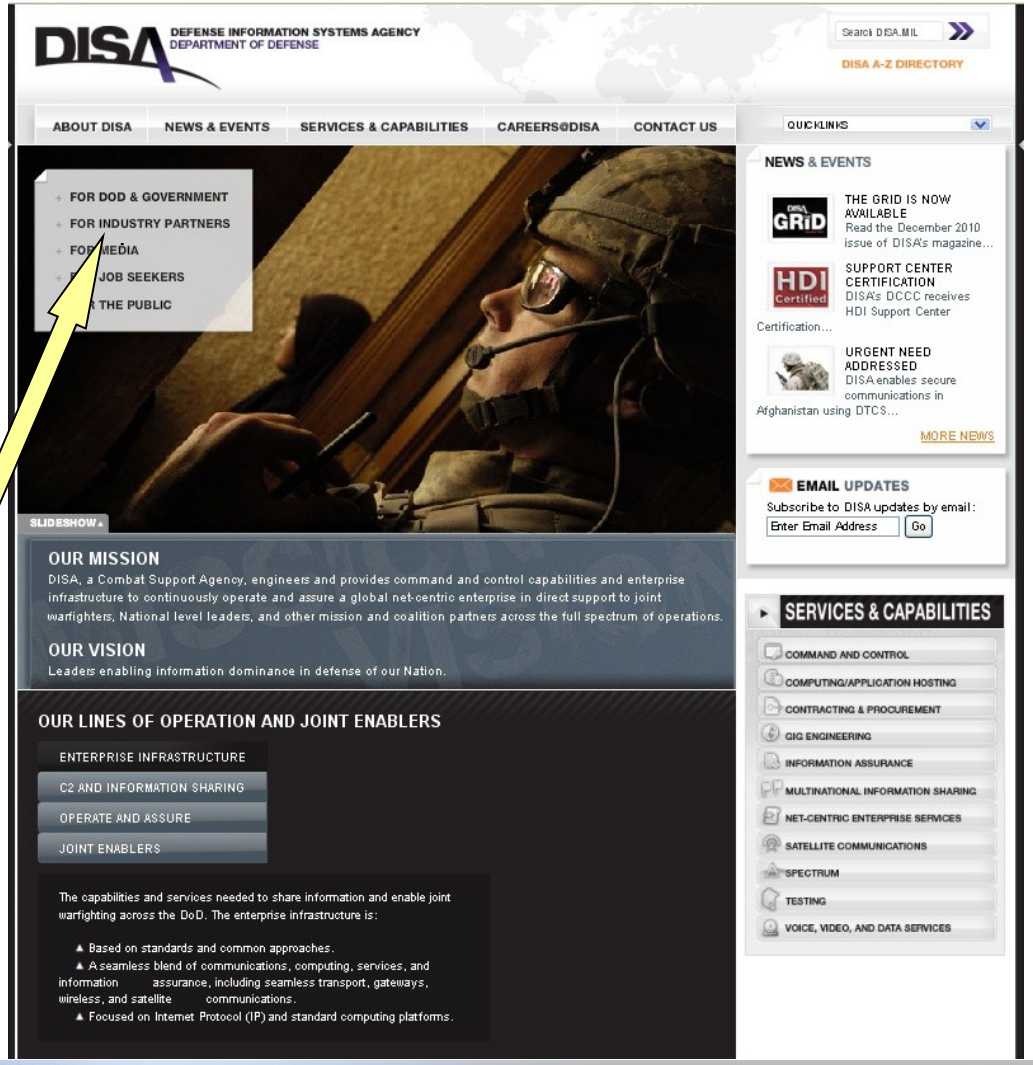
Total TOs awarded to Small Business	55 (16%)
Total Obligated Value of TOs to Small Business	$88.5M (4%)
Total Lifecycle Value of TOs to Small Business	$530.5M (12%)

DISA Contracting Opportunities

For information go to the DISA Webpage

http://www.disa.mil

Select “For Industry Partners”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SLIDESHOW
OUR MISSION
DISA, a Combat Support Agency, engineers and provides command and control capabilities and enterprise infrastructure to continuously operate and assure a global net-centric enterprise in direct support to joint warfighters, National level leaders, and other mission and coalition partners across the full spectrum of operations.
OUR VISION
Leaders enabling information dominance in defense of our Nation.
SERVICES & CAPABILITIES
COMMAND AND CONTROL
COMPUTING/APPLICATION HOSTING
CONTRACTING & PROCUREMENT
GIG ENGINEERING
INFORMATION ASSURANCE
MULTINATIONAL INFORMATION SHARING
NET-CENTRIC ENTERPRISE SERVICES
SATELLITE COMMUNICATIONS
SPECTRUM
TESTING
VOICE, VIDEO, AND DATA SERVICES
OUR LINES OF OPERATION AND JOINT ENABLERS
ENTERPRISE INFRASTRUCTURE
C2 AND INFORMATION SHARING
OPERATE AND ASSURE
JOINT ENABLERS
The capabilities and services needed to share information and enable joint warfighting across the DoD. The enterprise infrastructure is:
Based on standards and common approaches.
A seamless blend of communications, computing, services, and information assurance, including seamless transport, gateways, wireless, and satellite communications.
Focused on Internet Protocol (IP) and standard computing platforms.

Partnership with Industry

Engagement with our industry counterparts is critical to the success of the Defense Information Systems Agency!